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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1991

EASTERN REGION (ECPO)

Alfred University
Babson College
Bard College
Bentley College
Boston College
Boston University
University of Bridgeport
Brown University
Buffalo State College
Clarkson University
Columbia University
University of Connecticut
Cornell University
CUNY -Bernard M. Baruch
CUNY - Baruch College - Business & Public Administration
CUNY - City College
CUNY - Hunter College
Dartmouth College
Eastern Connecticut State University
Fordham University - Lincoln Center
Fordham University
Franklin Pierce College
Husson College
The King's College
LeMoyne College
University of Maine-Orono
Manhattan College
Manhattanville College
Marist College
MIT
MIT - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New Hampshire College
Northeastern University
Pace University-New York City
Pace University-Westchester
Polytechnic University
Post College
Pratt Institute
Rensselaer Polytechnic University
Regis College
Rhode Island School of Design
University of Rhode Island
Roberts Wesleyan College
Rochester Institute of Technology
University of Rochester
University of Rochester-W.E. Simon Graduate School of Business
Sacred Heart University
Saint Anselm College
St. John Fisher College
St. Joseph's College
Siena College
SUNY - Brockport
SUNY - Buffalo
SUNY - Cortland
SUNY - Geneseo
SUNY - Plattsburgh
SUNY - Purchase
Syracuse University
Tufts University
Union College
Vassar College
Wells College
Westminster College
Williams College
Worcester Polytechnic Institute

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Eastern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 11, 1991 through February 8, 1991) and cumulatively (September 1, 1990, through February 8,, 1991). The block tables list data for the cumulative period, and include only those categories for which offers were reported.

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ECPO REGIONAL Report No. 1 FEBRUARY 1991

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/11/91 THROUGH 2/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	3	341	$25667	$26954	*	*	*	16	895	$26250	$26176	*	*	*
BUSINESS ADMIN (INCL MGMT	+	93	+	23898				4	291	21545	22972	*	*	*
DISTRIBUTION MANAGEMENT	+	1	+	26700				+	3	+	26133			
ECONOM & FINANCE (BANKING	+	102	+	25105				10	294	25300	24596	*	*	*
HOTEL/RESTAURANT MGMT.	+	5	+	21140				+	28	+	21457			
HUMAN RSRCS (incl LABOR R	+	6	+	24000				2	35	26500	23736	*	*	*
MANAGEMENT INFO SYSTEMS	+	18	+	28719				3	79	27667	27824	*	*	*
MARKETING/MARK MGMT (RESR	+	115	+	24175				13	300	20831	23429	*	*	*
REAL ESTATE	+	+	+	+				+	4	+	20080			
COMMUNICATIONS														
ADVERTISING	+	12	+	23105				2	24	18450	21761	*	*	*
COMMUNICATIONS	+	9	+	22113				3	57	20667	21625	*	*	*
JOURNALISM	+	4	+	19850				1	33	16000	18324	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	22019				+	6	+	20866			
EDUCATION														
ELEMENTARY EDUCATION	+	36	+	21366				6	135	20383	20211	*	*	*
PRE-ELEMENTARY EDUCATION	+	7	+	13868				1	21	17000	17699	*	*	*
PHYSICAL EDUCATION	+	1	+	21340				1	15	15000	18355	*	*	*
SPECIAL EDUCATION	+	11	+	23829				+	29	+	23539			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				+	7	+	18171			
TEXTILES & CLOTHING	+	5	+	19700				+	9	+	21700			
MERCHANDISING MANAGEMENT	+	6	+	20583				+	21	+	21324			
HUMANITIES														
FOREIGN LANGUAGES	+	3	+	20333				+	9	+	21733			
LETTERS (incl English, Li	+	9	+	20078				+	35	+	21248			
VISUAL & PERFORMING ARTS	+	7	+	21200				2	25	24250	20267	*	*	*
HUMANITIES - OTHER	+	6	+	20993				2	22	23500	21224	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	5	+	23466				3	21	21500	21365	*	*	*
HISTORY	+	4	+	21700				+	14	+	21536			
POLITICAL SCIENCE/GOVT	+	8	+	23699				1	39	26000	21781	*	*	*
PSYCHOLOGY	+	11	+	18250				+	42	+	18586			
SOCIOLOGY	+	3	+	17739				1	26	18000	19043	*	*	*
SOCIAL SCIENCES-OTHER	+	2	+	21230				5	41	18320	19251	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	2	21	30176	31176	*	*	*	3	57	31917	30445	*	*	*
AGRICULTURAL	+	3	+	29700				+	13	+	32154			
ARCHITECTURAL	+	12	+	31217				+	23	+	31107			
BIOENGINEERING & BIOMEDIC	+	+	+	+				1	3	17000	25833	*	*	*
CHEMICAL	4	109	37020	37294	*	*	*	8	308	37985	37084	*	*	*
CIVIL	+	90	+	29217				1	283	30000	29201	*	*	*
COMPUTER	+	29	+	31790				1	49	23000	31993	*	*	*
ELECTRICAL/ELECTRONIC	3	173	31289	33193	*	*	*	16	455	33380	33036	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29700				+	2	+	$29700			
INDUSTRIAL	+	50	+	32040				4	113	$30096	31811	*	*	*
MECHANICAL	2	221	$35750	34131	*	*	*	18	538	33956	33979	*	*	*
METALLURGICAL	+	23	+	33558				+	41	+	33815			
MINING (INCL GEOLOGICAL)	+	4	+	33710				+	32	+	31018			
NUCLEAR	+	1	+	34000				+	8	+	32919			
PETROLEUM	+	29	+	38986				+	75	+	38798			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	33	+	28359				+	54	+	28264			
INDUSTRIAL TECHNOLOGY	+	2	+	27000				+	9	+	24222			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	2	+	25000				+	20	+	22075			
ANIMAL SCIENCES	+	2	+	22000				+	12	+	21642			
PLANT SCIENCES	+	2	+	19000				+	4	+	22120			
NATURAL RESOURCES	+	3	+	18760				+	5	+	20056			
OTHER AGRICULTURAL SCIENC	+	6	+	28523				+	15	+	26416			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	89	+	30300				4	253	32960	29661	*	*	*
COMPUTER PROGRAMMING	+	3	+	23746				+	12	+	28695			
INFORMATION SCIENCES & SY	+	36	+	29804				+	79	+	28326			
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	18600			
HEALTH SCIENCES														
ALLIED HEALTH	+	13	+	27178				+	45	+	27835			
HEALTH SCIENCES	+	6	+	21705				3	23	20333	21061	*	*	*
NURSING	+	6	+	21147				1	34	35100	25366	*	*	*
PHARMACY	+	4	+	37500				+	6	+	38000			
SCIENCES														
ACTUARIAL	+	1	+	23000				+	2	+	27700			
ARCHITECTURAL & ENVIRONME	+	2	+	25750				+	10	+	25910			
BIOLOGICAL	+	5	+	23742				3	18	21500	20895	*	*	*
CHEMISTRY	+	7	+	28394				+	21	+	26631			
GEOLOGY & GEOLOGICAL SCI	+	4	+	27000				+	11	+	27832			
MATHEMATICS	1	12	20000	28120	*	*	*	1	39	20000	25408	*	*	*
PHYSICS	+	1	+	33600				+	6	+	28267			
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	1	+	19747			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	15	1838						140	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	3	255	$25667	$27534	*	*	*	13	642	$25283	$26744	*	*	*
ACCOUNTING (PRIVATE)	+	93	+	25336				6	255	22250	24411	*	*	*
COMMERCIAL BANKING (CNSMR	+	5	+	18960				1	19	31000	20884	*	*	*
COMMERCIAL BANKING (LENDG	+	9	+	25167				+	21	+	22595			
INVESTMT BANKING (CORP FN	+	1	+	21000				+	10	+	25780			
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	3	23000	18500	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				1	6	17000	22633	*	*	*
FINANCIAL/TREASURY ANALYS	+	40	+	25771				3	107	25333	25588	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	5	+	22640				+	11	+	22564			
UNDERWRITING	+	13	+	23193				+	39	+	23495			
INSURANCE - CLAIMS	+	11	+	22498				2	39	29500	22954	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	9	+	20838			
MEDIA PLANNING	+	+	+	+				+	1	+	29000			
REPORTING	+	1	+	13960				1	10	16000	15528	*	*	*
PRODUCTION	+	7	+	31214				4	22	19000	24226	*	*	*
PUBLIC RELATIONS	+	2	+	17800				+	16	+	18665			
WRITING / EDITING	+	2	+	18100				2	12	19450	18833	*	*	*
MARKETING														
ADVERTISING	+	3	+	20667				+	9	+	21756			
BRAND/PRODUCT MANAGEMENT	+	12	+	25152				+	30	+	25346			
BUYER/MERCHANDISING	+	23	+	24963				+	53	+	23468			
DISTRIBUTION	+	5	+	26140				+	14	+	25414			
MARKET RESEARCH	+	5	+	28400				3	30	25833	25045	*	*	*
PURCHASING	+	3	+	23933				+	12	+	23608			
SALES	+	108	+	25431				11	316	22955	24975	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	+	+	+				+	16	+	19658			
FINANC,TAXA, MONETARY POL	+	5	+	25037				+	34	+	22780			
ECONOMIC PROGRAMS	+	1	+	24000				+	3	+	21867			
LAW ENFORCEMENT	+	2	+	28666				1	14	22500	23551	*	*	*
MILITARY	+	4	+	24343				+	21	+	23303			
NATIONAL SECURITY	+	2	+	21000				+	4	+	22750			
URBAN / REGIONAL PLANNING	+	+	+	+				+	2	+	18910			
ENGINEERING														
BIOENGINEERING	+	+	+	+				4	4	24500	24500	*	*	*
DESIGN / CONSTRUCT	1	101	36000	30603	*	*	*	4	290	31913	30697	*	*	*
ENVIRONMENTAL/SANITATION	1	23	36500	30630	*	*	*	1	56	36500	30272	*	*	*
MANUFACTURING/INDUSTRIAL	+	126	+	33950				8	314	31418	33615	*	*	*
SYSTEMS / PROGRAMMING	+	19	+	31399				+	73	+	32013			
POWER SYSTEMS	+	18	+	31601				4	80	31253	32740	*	*	*
SOFTWARE DESIGN & DEVELOP	+	19	+	31281				+	52	+	31940			
HARDWARE DESIGN & DEVELOP	+	38	+	33970				1	64	32500	33457	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	1	31	$34100	$33132	*	*	*	4	104	$36025	$33208	*	*	*
TESTING	1	17	22067	30079	*	*	*	2	56	28084	30674	*	*	*
PROCESS ENGINEERING	3	98	37193	37239	*	*	*	5	274	36896	37199	*	*	*
PROJECT ENGINEERING	1	94	35500	35069	*	*	*	3	239	35701	34565	*	*	*
OTHER ENGINEERING	3	194	32684	32755	*	*	*	13	417	34589	32289	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	3	+	21667				+	14	+	25075			
INDUSTRIAL HYGIENE	+	1	+	23832				+	2	+	23915			
MEDICAL TECHNOLOGY	+	12	+	26192				3	21	20333	24655	*	*	*
NURSES / PERSONAL CARE	+	5	+	23120				1	30	35100	25073	*	*	*
OCCUPATIONAL THERAPY	+	3	+	27339				+	11	+	28572			
PHARMACIST	+	4	+	37500				+	6	+	38000			
PHYSICAL THERAPY	+	+	+	+				+	1	+	13440			
RESPIRATORY THERAPY	+	+	+	+				+	1	+	34000			
OTHER HEALTH RELATED	+	7	+	19411				+	44	+	24341			
SOCIAL SERVICES														
ADMINISTRATION	+	1	+	10000				5	12	21440	20517	*	*	*
COUNSELING	+	6	+	15583				2	26	15700	16428	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	+	+	+			
SOCIAL WORK	+	3	+	15571				1	17	17000	16173	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	1	72	20000	28365	*	*	*	6	188	32967	28000	*	*	*
INFORMATION SYSTEMS	+	21	+	31766				+	77	+	28387			
SYSTEMS ANALYSIS & DESIGN	+	35	+	31343				1	119	26040	29894	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	4	+	30960				+	6	+	31373			
AGRICULTURE/NAT'L RESOURC	+	13	+	22270				+	31	+	21820			
ARCHITECTURE	+	1	+	25000				+	5	+	25880			
CONSULTING	+	60	+	28342				4	105	28000	28580	*	*	*
HUMAN RESRCS /INDUS RELS	+	7	+	24076				3	36	21767	22577	*	*	*
MANAGEMENT TRAINEE	+	118	+	22281				4	397	29450	21917	*	*	*
MATH/STATISTICIANS	+	4	+	27791				+	8	+	24761			
PARALEGAL	+	+	+	+				2	5	21000	19000	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	2	+	27500			
RESEARCHERS - TECHNICAL	+	1	+	30000				1	7	21000	29879	*	*	*
TEACHING	+	62	+	21365				9	265	20089	20636	*	*	*
TOTALS	15	1838						140	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

ECPO REGIONAL Report No. 1 FEBRUARY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	35	+	$31229				+	102	+	$30614			
MBA--NON-TECH	+	48	+	34788				+	101	+	32852			
MBA--TECH	+	4	+	40275				+	12	+	34367			
MS-BUSINESS	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	1	+	33000				+	5	+	34562			
HUMAN RESOURCES (INCL LAB	+	+	+	+				+	3	+	31467			
MANAGEMENT INFORMATION SY	+	1	+	27000				+	7	+	33886			
MARKETING/MKTNG MGT (RESE	+	1	+	40300				+	2	+	41150			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	5	+	26392			
JOURNALISM	+	1	+	21500				+	1	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	9	+	25857			
ELEMENTARY EDUCATION	+	4	+	26450				+	24	+	24407			
PHYSICAL EDUCATION	+	+	+	+				+	3	+	21000			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				+	5	+	25958			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	21000			
LETTERS	+	1	+	24000				+	3	+	20500			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	21325			
HUMANITIES - OTHER	+	1	+	35000				+	1	+	35000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	26573			
SOCIOLOGY	+	1	+	24000				+	1	+	24000			
SOCIAL SCIENCES - OTHER	+	4	+	36575				+	11	+	31826			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	34000				+	7	+	35017			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			

continued

ECPO REGIONAL Report No. 1 FEBRUARY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CHEMICAL	+	7	+	$39643				+	15	+	$39476			
CIVIL	+	17	+	34874				1	48	$25500	34894	*	*	*
COMPUTER	+	1	+	39600				+	1	+	39600			
ELECTRICAL/ELECTRONIC	+	21	+	36222				+	54	+	37410			
INDUSTRIAL	+	6	+	39175				2	13	35673	36492	*	*	*
MECHANICAL	+	27	+	40246				1	56	35673	38121	*	*	*
METALLURGICAL	+	7	+	36767				+	16	+	38014			
MINING & MINERAL	+	4	+	36825				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	43375				+	16	+	44806			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	+	+	+			
HEALTH SCIENCES	+	1	+	36000				+	2	+	28000			
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	25098				+	4	+	25299			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	2	+	679			
CHEMISTRY	+	+	+	+				+	2	+	27000			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	25	+	36340				+	49	+	36074			
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	4	+	41150				+	15	+	36507			
MATHEMATICS (INCL ACTUARI	+	3	+	29667				+	5	+	26280			
PHYSICS	+	1	+	22356				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	+	233						4	632					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	19	+	$40874				+	31	+	$36365			
MBA--TECH	+	1	+	25000				+	6	+	37667			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	18	+	38833				+	27	+	39307			
MBA--TECH	+	2	+	39850				+	2	+	39850			
OVER 4 YEARS														
MBA--NON-TECH	+	17	+	45747				+	45	+	42731			
MBA--TECH	+	1	+	33600				+	16	+	42894			
TOTALS	+	58						+	127					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/11/91 THROUGH 2/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	2	+	$50000				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	2	+	29377				+	4	+	35768			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	1	+	28000				+	1	+	28000			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	52700				+	2	+	51350			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	1	+	54080				+	3	+	46027			
CHEMICAL	+	2	+	48000				+	4	+	48865			
CIVIL	+	3	+	42667				+	3	+	42667			
COMPUTER	+	+	+	+				+	1	+	59500			
ELECTRICAL/ELECTRONIC	+	+	+	+				2	7	$60000	58457	*	*	*
INDUSTRIAL ENGINEERING	+	1	+	54000				+	1	+	54000			
MECHANICAL	+	2	+	47202				+	2	+	47202			
METALLURGICAL	+	1	+	52440				1	5	48000	45288	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	1	+	33550				+	1	+	33550			
CHEMISTRY	+	+	+	+				+	12	+	46047			
GEOLOGICAL (INCL GEOPHYS)	+	1	+	51000				+	4	+	51325			
MATHEMATICS	+	+	+	+				+	5	+	35300			
PHYSICS	+	+	+	+				+	1	+	40000			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	+	18						3	64					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27208 12	20000 1							
BUSINESS ADMIN (INCL MGMT	20180 1								
ECONOM & FINANCE (BANKING				24333 3	17000 1				
MANAGEMENT INFO SYSTEMS								30000 1	
MARKETING/MARK MGMT (RESR		19000 1				20400 5			
ADVERTISING		18450 2							
COMMUNICATIONS						22000 1			
VISUAL & PERFORMING ARTS						22000 1			
POLITICAL SCIENCE/GOVT								26000 1	
SOCIAL SCIENCES-OTHER								21000 1	
CIVIL									30000 1
COMPUTER							23000 1		
ELECTRICAL/ELECTRONIC								35000 1	31800 1
INDUSTRIAL								35000 1	
COMPUTER SCIENCE						42000 1			

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24000 1			26000 1					
BUSINESS ADMIN (INCL MGMT			21000 1			23000 1			
ECONOM & FINANCE (BANKING			30000 1	29500 2					
HUMAN RSRCS (incl LABOR R									20000 1
MARKETING/MARK MGMT (RESR				24000 1		20000 1			
COMMUNICATIONS									15000 1
JOURNALISM									16000 1
CRIMINAL JUSTICE					21500 3				

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				23500 1					
MARKETING/MARK MGMT (RESR			20000 1						
ELEMENTARY EDUCATION					20383 6				
PRE-ELEMENTARY EDUCATION					17000 1				
PHYSICAL EDUCATION					15000 1				
VISUAL & PERFORMING ARTS					26500 1				
HUMANITIES - OTHER								17000 1	
AEROSPACE & AERONAUTICAL						26252 1			
BIOENGINEERING & BIOMEDIC									17000 1
ELECTRICAL/ELECTRONIC		39200 1		32815 4		24160 2			
INDUSTRIAL				32879 1		26252 2			
MECHANICAL				34140 4		26252 1			
COMPUTER SCIENCE						26040 1		30000 1	
HEALTH SCIENCES								20700 2	19600 1
NURSING								35100 1	
BIOLOGICAL		21750 2							

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT				22000 1					
ECONOM & FINANCE (BANKING				28000 1					
MANAGEMENT INFO SYSTEMS									30000 1
SOCIOLOGY			18000 1						
SOCIAL SCIENCES-OTHER	21200 1		15700 2	18000 1					
AEROSPACE & AERONAUTICAL					34100 1				
CHEMICAL									37116 5
ELECTRICAL/ELECTRONIC									35400 2
MECHANICAL					30750 2	33000 1	34102 2		35950 4

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ECONOM & FINANCE (BANKING		23000 2							
HUMAN RSRCS (incl LABOR R	33000 1								
MANAGEMENT INFO SYSTEMS			23000 1						
MARKETING/MARK MGMT (RESR			21000 1						
COMMUNICATIONS			25000 1						
AEROSPACE & AERONAUTICAL		35400 1							
CHEMICAL									40400 2
ELECTRICAL/ELECTRONIC	37500 1	36440 2			33600 1		33720 1		
MECHANICAL				35400 2	33600 1				
COMPUTER SCIENCE	33800 1								

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MARKETING/MARK MGMT (RESR			25000 1				19900 2
HUMANITIES - OTHER							30000 1
CHEMICAL						37500 1	
MECHANICAL			37500 1				
BIOLOGICAL			21000 1				
MATHEMATICS	20000 1						

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26668 13	18975 4		24333 3	17000 1	20857 7		25667 3	
BACHELOR - TECHNICAL						42000 1	23000 1	35000 2	30900 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24000 1		25500 2	27250 4	21500 3	21500 2			17000 3
BACHELOR - TECHNICAL									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			20000 1	23500 1	20089 9			17000 1	
BACHELOR - TECHNICAL		27567 3		33411 9		25624 7		26625 4	18300 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	21200 1		16467 3	22667 3					30000 1
BACHELOR - TECHNICAL					31867 3	33000 1	34102 2		36380 11

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	33000 1	23000 2	23000 3						
BACHELOR - TECHNICAL	35650 2	36093 3		35400 2	33600 2		33720 1		40400 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL			25000 1				
BACHELOR - TECHNICAL	20000 1		29250 2			37500 1	

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU		ACCOUNTING (PR		COMMERCIAL BAN		COMMERCIAL BAN		INVESTMT BANKI		INVESTMT BANKN		INVESTMT BANKG		INVESTMT BANKG		FINANCIAL/TREA	
ACCOUNTING	25708	12	23167	3														
BUSINESS ADMIN (INCL MGMT	20180	1	21000	1														
ECONOM & FINANCE (BANKING			21500	2	31000	1							23000	1	17000	1	25333	3

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ECONOM & FINANCE (BANKING			35000 1						
MARKETING/MARK MGMT (RESR			24000 1				19000 1		
ADVERTISING							20000 1		16900 1
COMMUNICATIONS							15000 1		22000 1
JOURNALISM						16000 1			
VISUAL & PERFORMING ARTS							22000 1		

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
MANAGEMENT INFO SYSTEMS							23000 1		
MARKETING/MARK MGMT (RESR					20000 2		21643 7		
COMMUNICATIONS							25000 1		
HUMANITIES - OTHER							30000 1		
CHEMICAL					37500 1				
COMPUTER							23000 1		

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
CRIMINAL JUSTICE		22500 1							
AEROSPACE & AERONAUTICAL							35400 1		
BIOENGINEERING & BIOMEDIC						17000 1			
CHEMICAL								36500 1	
CIVIL							30000 1		
ELECTRICAL/ELECTRONIC									33600 1
INDUSTRIAL							26252 1		29566 2
MECHANICAL						37500 1	36000 1		31722 5
BIOLOGICAL						21750 2			

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
AEROSPACE & AERONAUTICAL					34100 1				26252 1
CHEMICAL							37193 3		39433 3
ELECTRICAL/ELECTRONIC		31253 4			39200 1	22067 1	35400 1	37500 1	34317 6
MECHANICAL				32500 1	35400 2	34100 1	37500 1	34802 2	33067 3

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
HEALTH SCIENCES			20333 3						
NURSING				35100 1					

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					42000 1				
BUSINESS ADMIN (INCL MGMT	22000 1								
ECONOM & FINANCE (BANKING	28000 1								
MANAGEMENT INFO SYSTEMS					30000 1				
HUMANITIES - OTHER		17000 1							
SOCIOLOGY	18000 1								
SOCIAL SCIENCES-OTHER	19600 2	14400 1		17000 1					
COMPUTER SCIENCE					35267 3		26040 1		
MATHEMATICS					20000 1				

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT				23000 1					
HUMAN RSRCS (incl LABOR R			26500 2						
MANAGEMENT INFO SYSTEMS		30000 1							
MARKETING/MARK MGMT (RESR			12300 1	24000 1					
ELEMENTARY EDUCATION									20383 6
PRE-ELEMENTARY EDUCATION									17000 1
PHYSICAL EDUCATION									15000 1
VISUAL & PERFORMING ARTS									26500 1
CRIMINAL JUSTICE						21000 2			
POLITICAL SCIENCE/GOVT		26000 1							
SOCIAL SCIENCES-OTHER		21000 1							
ELECTRICAL/ELECTRONIC				35400 1					
INDUSTRIAL		35000 1							
MECHANICAL				35400 1					
BIOLOGICAL								21000 1	

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25283 13	22250 6	31000 1				23000 1	17000 1	25333 3
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL			29500 2			16000 1	19000 4		19450 2
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL					20000 2		22950 10		
BACHELOR - TECHNICAL					37500 1		23000 1		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		22500 1							
BACHELOR - TECHNICAL						24500 4	31913 4	36500 1	31418 8

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL		31253 4		32500 1	36025 4	28084 2	36896 5	35701 3	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL									
BACHELOR - TECHNICAL			20333 3	35100 1					

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION		COUNSELING		FUNDRAISING /		SOCIAL WORK		COMPUTER PROGR		INFORMATION SY		SYSTEMS ANALYS		ACTUARIAL		AGRICULTURE/NA	
BACHELOR - NON TECHNICAL	21440	5	15700	2			17000	1	36000	2								
BACHELOR - TECHNICAL									31450	4			26040	1				

CURRICULUM	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL		RESEARCHERS NO		RESEARCHERS -		TEACHING	
BACHELOR - NON TECHNICAL			25667	3	21767	3	23500	2			21000	2					20089	9
BACHELOR - TECHNICAL			35000	1			35400	2							21000	1		

AVERAGE SALARY OFFERS FEBRUARY 1991 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							